



Chatswood Real Estate Market Review— 3rd Quarter, 2014

SALES

Sales in the period of July, August and September continued to be strong. Even with high levels of rain, the volume of buyers looking was consistently high.

The highlight for us was the Auction in September of 4 Tulip Street, Chatswood. We had the complimentary cappuccinos running in the carport as the rain tumbled down. The auction was hell in the house due to the rain. After the auction, it took 15 minutes for everyone to get out of the house, as everyone was trying to find their shoes! Anyway, it was a great result at the sale price of \$2,700,000.



There continues to be some strong sales, with a local 1 bedroom + study unit selling apparently for \$700,000, and more incredibly, a house only purchased 12 months ago re-selling off market for 28% more than what it was purchased for last year!

While many are saying stock levels are short, it is actually more a reflection of the number of days on market. Many properties have sold in just seven days! Anyway, the Sydney market

remains strong and Chatswood is definitely a competitive market, especially with the ever-growing interest from Chinese buyers.

Development sites are in huge demand, as are new units. A 44-unit site has just started construction on Boundary Street, Roseville, and all the units were sold before they started building. We have even had developers make offers on various sites ranging from \$10m to \$23million, but the demand is so strong, sellers are still hanging out for the super "silly" price from someone.

We are now entering the run to Christmas, and it looks like prices will continue to be strong, as both interest rates and stock levels remain low.

RENTALS

The last quarter has seen vacancy rates rise, as more property has become available for rent. Rents have remained stable with little growth. With a number of new developments released to the market, stock levels have increased. As there were already a lot of new vacant properties in the market, the competition to secure a tenant led to a lot of investors accepting a lower rent, rather than having a vacant property. This then put pressure on the mainstream rental market, which meant properties were vacant longer and many had to reduce their previous rent in order to secure a tenant. The last quarter in Chatswood was a tenant's picnic.

Our office is moving! From 27th October, our address will be 101/7 Railway St, Chatswood. We will be located in the new Metro Grand building, entrance via Help St. See you there!